



UnityPoint Health
Partners

Integrated Health care Delivery Models and Multi-payer Delivery Systems Study Committee

Accountable Care Organizations

November 19, 2013

Aric Sharp, FACHE, CMPE

Vice President

UnityPoint Health Partners

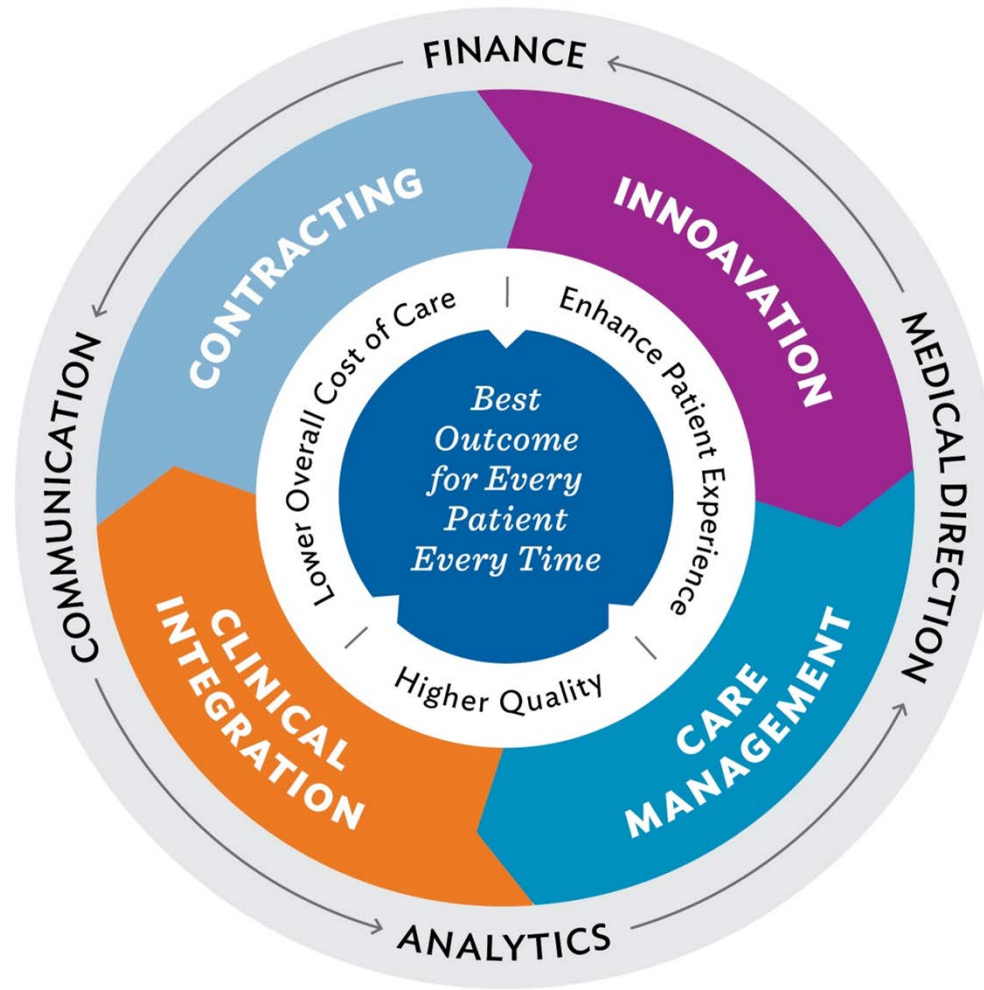
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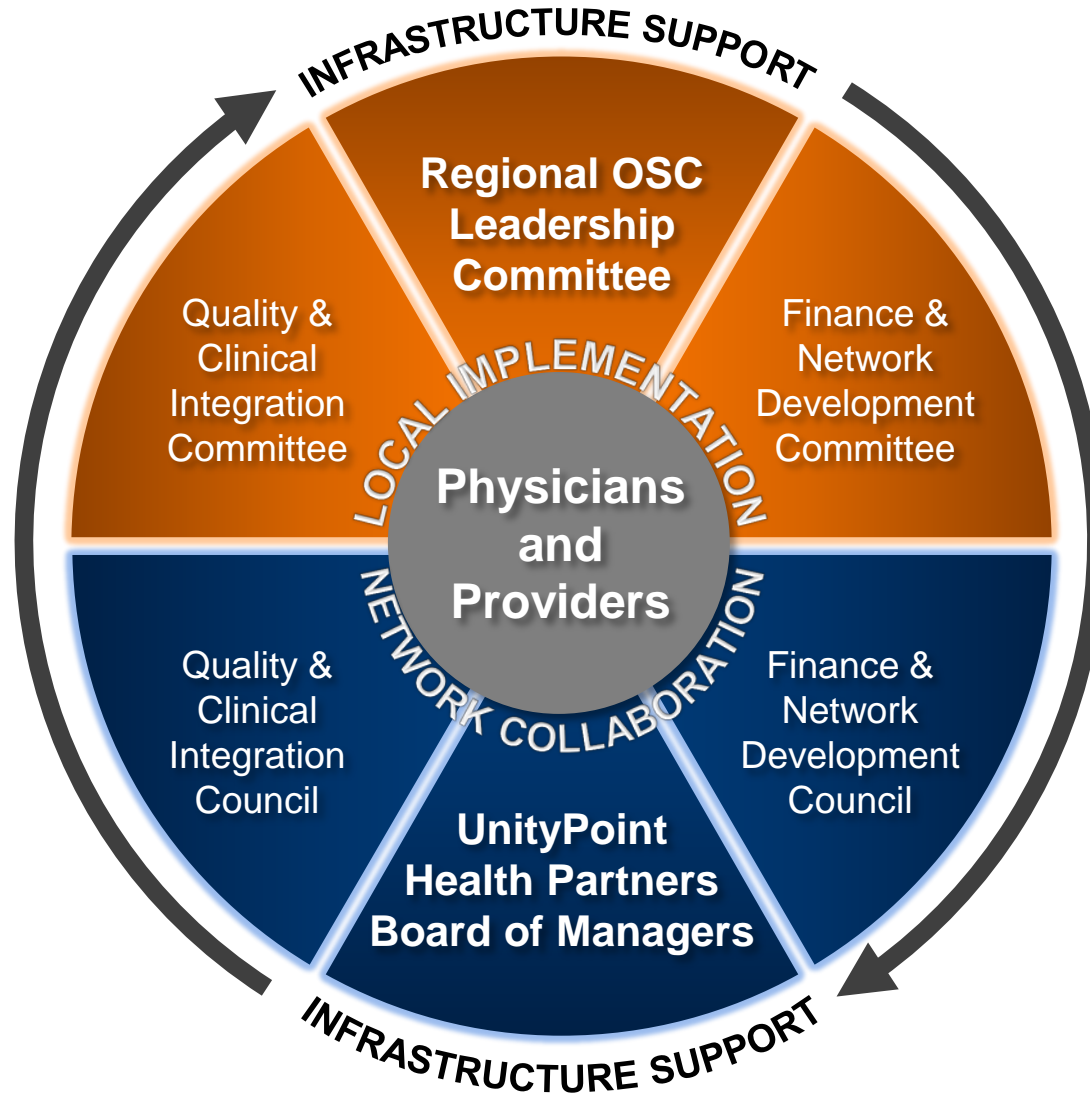
Aric R. Sharp

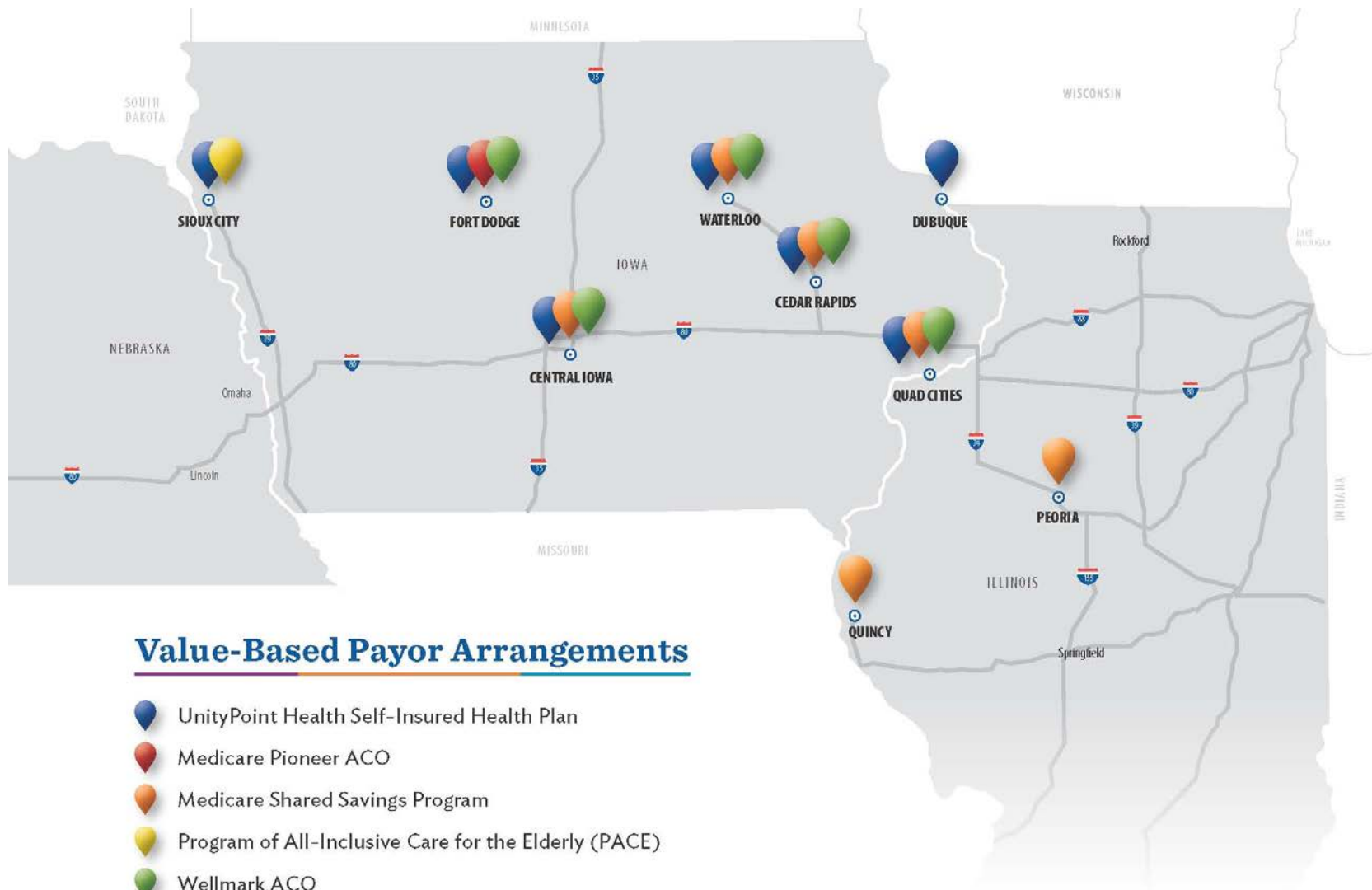
- Vice President, UnityPoint Health Partners
- Chair, Public Policy Committee
American Medical Group Association
- M.A. H.H.A, University of Iowa
- B.B.A. Finance, Iowa State University

Key Components



Governance Model





UnityPoint Health Partners

07/2013

Numbers in the Network

- 14 Hospitals
- 1,799 Total Physicians
- 789 Primary Care Physicians
- 1010 Specialist Physicians
- 43 Unique Entities

Community Connection

- Federally Qualified Health Plans
- Rural Health Clinics
- Integration of Behavioral Health into primary care medical homes
- Pioneer ACO in Ft. Dodge serving all patients.
- Call Center serves all patients.
- Quality Metrics apply to all patients.
- Beginning outreach to social services in various communities.

Value-Based Payor Arrangements

	Medicare Pioneer ACO Model	Medicare Shared Savings Program	Program Of All-Inclusive Care for the Elderly (PACE)	UnityPoint Health Self-Insured Health Plan	Wellmark ACO
Start Date	January 1, 2012	July 9, 2012	July 1, 2011	July 1, 2012	April 1, 2012
Length of Contract	Three years, with two-year extension option	Three years (extended year one), with two-year extension option	Permanent/ongoing	Three years	Five years, with shortened performance in year one
Shared Savings Potential	70%	50%	100%	100%	70%
Total Patients Served	9,992 <i>as of January 1, 2013</i>	75,578 <i>as of December 31, 2012</i>	140 <i>as of July 1, 2013</i>	31,194 <i>as of May 31, 2013</i>	149,586* <i>as of March 31, 2013</i>
REGIONS					
Cedar Rapids (IA)		✓		✓	✓
Central Iowa (IA)		✓		✓	✓
Dubuque (IA)				✓	
Fort Dodge (IA)	✓			✓	✓
Peoria (IL)		✓			
Quad Cities (IA and IL)		✓		✓	✓
Quincy (IL)		✓			
Sioux City (IA)			✓	✓	
Waterloo (IA)		✓		✓	✓

Total Patients Served in Value-Based Payor Arrangements: 266,490

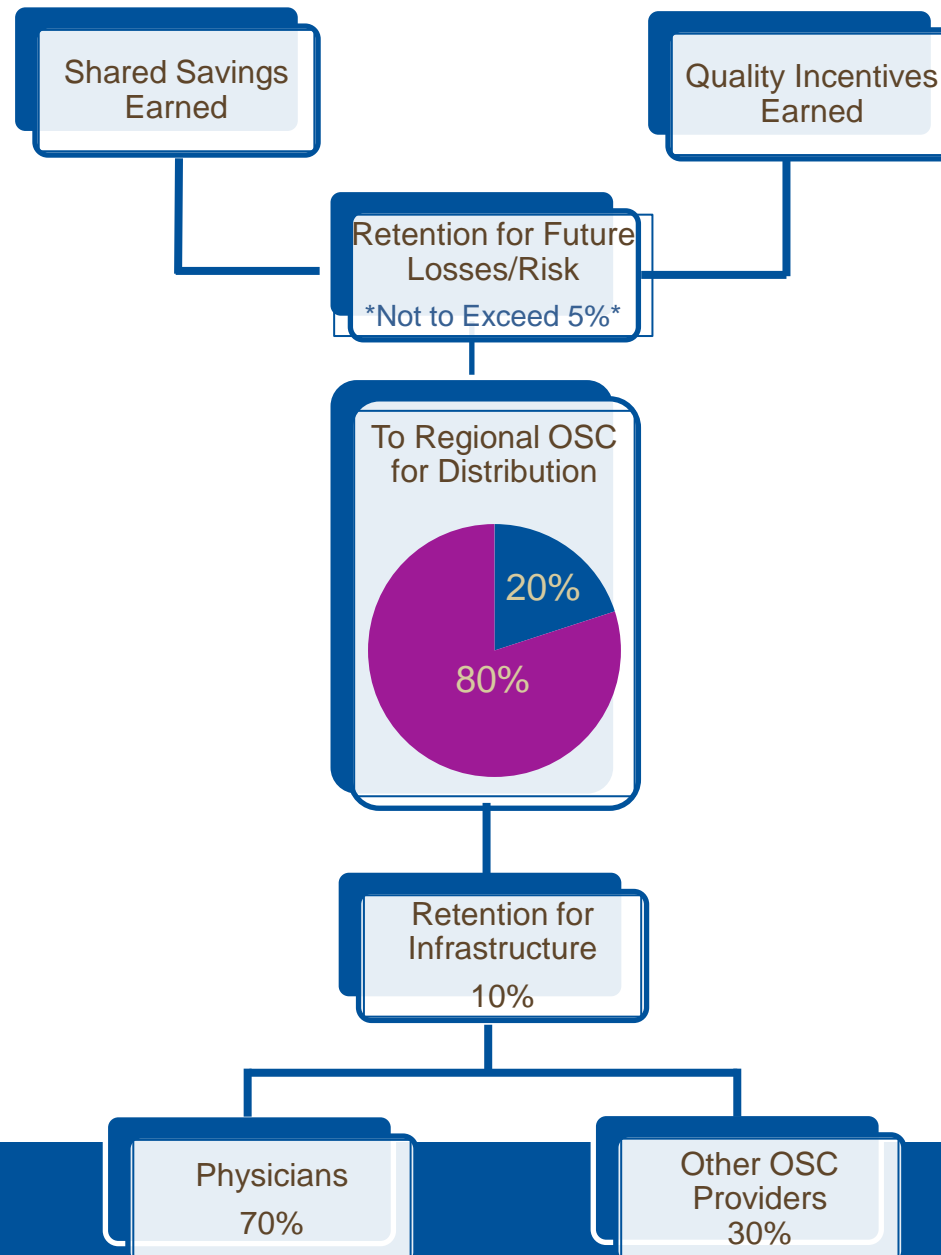
Updated: July 17, 2013

*Includes both commercial and self-funded members as part of the Wellmark Quality Index Score (QIS)

Standard Quality Metrics

- Hypertension management (140/90)
- Blood pressure screening and follow up plan recorded
- Use of appropriate meds with Asthma
- Diabetes Control (Hgb A1c <8)
- Colorectal Cancer screening
- Breast Cancer Screening
- Depression Screening
- Adult Weight Screening
- Childhood Weight Screening
- Childhood Immunizations
- Well Child visits 0-15 months
- Use of Beta Blocker in patients with Coronary Artery Disease
- Lipid Control (LDL<100) in patients with Coronary Artery Disease and/or Diabetes
- Low Back Pain: Appropriate Imaging (Protocol Development)

2014 Shared Savings Distribution Model



Uses of Shared Savings

- Received Shared Savings from Wellmark for performance year 2012.
- Uses of shared savings include
 - Incremental Infrastructure
 - Incentives to “Shape the Path” toward change management for providers.

Lessons Learned

- This is complex work
- It takes significant investment and resource allocation
- Requires change management expertise and innovation discipline
- Data is a critical lifeblood to this work and the industry is in a race to catch up to other industries and consumer expectations.